



U.S. DEPARTMENT OF COMMERCE
International Trade Administration

BISNIS SEARCH FOR PARTNERS

Published by the Business Information Service for the Newly Independent States (BISNIS)

The Business Information Service for the Newly Independent States (BISNIS) is the U.S. Government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

*BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.*

***SEARCH FOR PARTNERS** is also distributed via bi-weekly e-mail broadcast. A limited selection of these leads are published in this monthly newsletter. Previous e-mail broadcasts are available through the BISNIS home page at www.bisnis.doc.gov. To receive the biweekly report, e-mail BISNIS at isnis@ita.doc.gov or call (202) 482-4655.*

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KAZAKHSTAN

Industry: Securities Market

Company: RG Securities

RG Securities, established in 1997, specializes in broker-dealer operations, underwriting activity, asset management, consulting, and informational services in the Kazakhstani securities market. RG Securities is a part of Resmi Group, which is a distributor of Johnson and Johnson, Gillette, Nestle, and other name-brand products in Kazakhstan.

RG currently employs six people. It has a network of 18 offices in Kazakhstan and is represented in Kyrgyzstan, Uzbekistan, and Turkmenistan. The firm holds a first category license for nominal holder status and is a member of the Kazakhstan Securities Exchange (KASE). In 1998, its annual turnover totaled US\$1.5 million. According to RG's representative, the company actively participates in the "blue chip" privatization program in Kazakhstan. Among RG's clients in Kazakhstan are pension funds, management companies, insurance companies, investment funds, and individual investors.

RG Securities seeks a U.S. business partner to help it provide access to the global market, issuance and placement of Eurobonds for Kazakhstani clients, and a full range of high-quality services at the securities market in Kazakhstan, other

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CIS countries, and internationally. RG is interested in representing U.S. firms in Central Asia. The company can conduct business in English.

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Source: BISNIS Representative Kazakhstan



Industry: Legal Services

Company: Zhakenov and Partners Legal Advisers

Zhakenov and Partners Legal Advisers (ZhP), a private Kazakhstani law firm established in 1991, specializes in providing legal services (representing and protecting clients' interests in judicial, state, and other bodies) in the field of civil, entrepreneurial, financial, tax, and administrative law in Kazakhstan.

ZhP currently employs seven people on a full-time basis and two people part-time. Its newly renovated, fully equipped office is located in central Almaty. According to the firm's representative, ZhP actively cooperates with foreign law firms, representing their clients' interests in Kazakhstan.

According to the firm's representative, ZhP has projects in: the minerals sector, telecommunications, intellectual property rights, and real estate.

In 1994-1996, the firm was a part of the working group for the development of a legal basis in Kazakhstan, a project of the World Bank. The firm participated in developing the civil code (general and special parts), and the laws on land, natural resources, licensing, insurance, real estate mortgage, and privatization. ZhP participated in law projects and seminars of the U.S. Agency for International Development.

Valery Zhakenov, managing partner, has extensive academic and business experience. However, Zhakenov and Partners is interested in learning new technologies and standards in the legal business. The company plans to expand its client base by becoming a representative of a U.S. law firm and is prepared to invest additional funds in this partnership project. Zhakenov and Partners seeks a U.S. partner – a medium-size U.S. law firm interested in expanding its business to Central Asia – to establish its correspondent office in Kazakhstan; and to provide a full range of quality legal services to domestic and international companies in Kazakhstan. The company can conduct business in English.

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Source: BISNIS Representative Kazakhstan

BARNAUL, RUSSIA

Industry: Flour Production

Company: Melnitsa, LLC

Melnitsa, LLC was established in 1992. The company specializes in flour production. It plans to expand its business to

include the production of high-quality flour used in macaroni production. The company seeks a joint venture with a U.S. company to produce flour.

A potential partner would contribute modern equipment with a productivity of 220 tons per day. The company will contribute its work force, production space, and other facilities.

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Source: BISNIS Representative in Novosibirsk

KHABAROVSK, RUSSIA

Industry: Telecommunications

Company: Vostokinfocosmos

Vostokinfocosmos is a joint-stock company, which currently employs 43 people. The company rents its digital and voice links and communication circuits to U.S., Japanese and domestic businesses, and provides international and long-distance telephone communications. At present, the satellite communication center and digital terminal satellite stations VSAT connected with the company's independent network are operating in the largest cities and remote settlements of the Russian Far East. Numerous hotels, joint ventures, timber, mining, and other operations are among the company's corporate clients. Vostokinfocosmos plans to become one of the chief founders of Khabtel joint-stock company, a new telecommunication service provider in the Khabarovsk Krai, which is supposed to get some 20 percent of the regional market of regular telephone services. Taking into account the high rate of profitability currently enjoyed by the Internet providers in Russia, the new company will acquire and operate a modern Internet module and seeks a U.S. partner for cooperation in that field. A business plan can be submitted in English upon request.

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Source: BISNIS Representative in Khabarovsk

KRASNOYARSK, RUSSIA

Industry: Metallurgy

Company: Sibelectrostral Metallurgical Plant

Sibelectrostral Metallurgical Plant was established in 1952. The company specializes in the production of rolled metal consisting of steel and alloy. The company employs 2,000 people, and its annual turnover totals US\$11 million. The company plans to expand its business to include the production of tungsten wire and rods for lamps and electro-vacuum devices. It

plans to produce the JN REF-801092000 type tungsten wire with a diameter of 0.05 - 1.5 mm at the annual amount of 800 million meters, and the JN REF 81019300 type tungsten rod with a diameter of 1.5-10 mm at the annual amount of 10 million units.

The company seeks a joint venture with a U.S. partner to produce tungsten wire and rods, and to market it in the NIS and Asian countries.

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Source: BISNIS Representative in Novosibirsk

MOSCOW, RUSSIA

Industry: Professional Cleaning

Company: CleanStar

CleanStar is a Moscow-based professional cleaning company that also distributes household chemicals and equipment. It seeks to place an order for manufacturing cleansing napkins in the United States using its chemical solution.

CleanStar seeks a U.S. manufacturing company that specializes in the production of a wide variety of paper products in the paper napkins category; has a production line for making soaked/saturated napkins packaged individually; and can place CleanStar's logo on the napkins.

CleanStar wants to produce non-reusable napkins of 20x20 centimeters that are saturated with its special chemical solution for cleaning stains. The napkins would be similar to the hygienic napkins distributed by airlines to their passengers.

The production process for the paper used to manufacture the napkins will be supplied by CleanStar; however, U.S.-made paper can be used. The chemical solution used to saturate the paper will be supplied by CleanStar. The saturation and purchase of the napkins will be done by the U.S. partner on its production facilities.

CleanStar is interested in establishing a long-term relationship with a U.S. manufacturer that offers the best terms and quality. Payment and delivery terms can be discussed.

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Source: FCS and BISNIS Representatives, Moscow

TVER OBLAST, RUSSIA

Industry: Paper and Cardboard

Company: Kamenskoe Paper and Cardboard Mill

Founded in 1829, the Kamenskoe Paper and Cardboard Mill from Kuvshinovo, Tver Oblast, was privatized in 1993 and is now an open joint-stock company. It employs 1,605 people and owns 86.9 sq. m. of production facilities. Its production facilities are mainly one- and two-floor brick and reinforced concrete buildings. In 1998, Kamenskoe sales totaled 106.9 million roubles (approximately US\$4.45 million at US\$24/rouble exchange rate).

Kamenskoe specializes in the production of paper, corrugated cardboard, and goods manufactured from paper and cardboard (cellulose and manufacturers paper, polygraph goods, packaging materials, etc.). The state agencies purchase 3 percent of Kamenskoe's production, private businesses – 19 percent, and retail stores – 3 percent. Local companies account for 5 percent of sales, regional for 19 percent, and federal – 69 percent, and foreign companies purchase 7 percent of mill's product (Argentina is the main importer of Kamenskoe products). The Kamenskoe Paper and Cardboard Plant is the leading Tver Oblast producer of paper and cardboard products and does not face competition from regional companies. Kamenskoe Paper and Cardboard Plant processes recycled paper to produce corrugated cardboard, which is not a general trend among cardboard manufacturers in Russia. Fifty percent of the manufactured cardboard is assembled at the plant into boxes, and the rest is sold to other plants, including a former Search for Partners participant company, Gotek from Kursk.

Kamenskoe Paper and Cardboard Plant seeks a US\$4million investment to expand its production of corrugated cardboard and boxes. The company would like to install a line for the production of transport and commercial packaging from corrugated cardboard. The project is included in the "State Program for Economic and Social Development of Tver Oblast in 1998-2005." A business plan in Russian is available upon request. The estimated payback period is 32 months.

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Source: BISNIS Representative in Moscow

YEKATERINBURG, RUSSIA

Industry: Consumer Electronics Manufacturing

Company: Avtorskiye Tekhnologiyi

Avtorskiye Tekhnologiyi was established in 1990 and is totally privatized. The company is part of a large holding company, Atompromkompleks. Atompromkompleks owns shares in over 40 local companies, specializing in manufacturing, distribution, and construction. Avtorskiye Tekhnologiyi specializes in engineering and manufacturing consumer electronics.

The company established a joint venture with Bompany, the Italian stove manufacturer in 1997. Currently, this joint

venture manufactures gas and electric stoves in Yekaterinburg. Avtorskiye Tekhnologiyi also manufactures control units for Stinol refrigerators, which have gained popularity due to their quality, reliability, and reasonable prices.

The 1998 financial crisis pulled many imported products off the local market because of their higher prices. Avtorskiye Tekhnologiyi seeks a partner to deliver technology and equipment to manufacture microwave ovens in Yekaterinburg. The company will invest in its facilities and equipment.

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Source: BISNIS Representative in Yekaterinburg



Industry: Electronics and Production/Test Equipment

Company: Elvest

Elvest was established in 1991 and is totally privatized. The company engineers and sells vacuum commutation equipment. It leases 170 sq. m. of facilities for its laboratory and engineering departments. Elvest engineers vacuum chambers, vacuum circuit switchers, and vacuum switch gears with different capacities. After the products are engineered and tested, the company places orders for production at local plants. Elvest is Russia's and the NIS' monopoly manufacturer for vacuum chambers, vacuum circuit switchers, and vacuum switch gears. Its clients are the largest Russian metallurgical enterprises, oil procuring companies, and the largest energy manufacturing enterprises.

Elvest has experience working with foreign companies. It has been cooperating with Siemens to engineer and manufacture certain types of vacuum switches for several years.

Elvest seeks U.S. companies to jointly engineer and manufacture vacuum commutation equipment for Russian standards. The company would appreciate cooperation with such manufacturers as General Electric, SPD Technology, and JOSLYN.

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(Contact for foreign companies)

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Source: BISNIS Representative in Yekaterinburg

VLADIVOSTOK, RUSSIA

Industry: Construction Materials

Company: KDVO

KDVO, a joint-stock company, was established in 1994 as a wholesaler of construction materials. Its annual sales grew from US\$250,000 to US\$1 million as a result of aggressive marketing and intensive distribution. Since 1997 KDVO has been an authorized distributor of Hanwha Chemicals, a large South Korean chemical producer. The company started marketing Hanwha's plastic window technology in the Primorsky Krai and later expanded its efforts to other regions. As of August 1999, KDVO owns 110 sq. m. and leases 800 sq. m. of production facilities. Its latest project is a new promotion program that includes assistance to individuals interested in starting a business by providing technology, training, equipment, and materials.

KDVO is seeking a U.S. partner interested in marketing construction technologies in the Russian Far East. Possible forms of cooperation include distributorship, representation, and/or franchising.

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Source: BISNIS Representative in Vladivostok

YUZHNO-SAKHALINSK, RUSSIA

Industry: Fisheries

Company: White Eagle Ltd.

White Eagle Ltd. was established in 1995 and is involved in the fisheries industry. The company employs workers on a permanent contract basis; it does not own any on-land facilities at the moment. Currently, the company's management is interested in finding a U.S. partner to provide a fishing vessel or willing to sell one to the company. The vessel will be repaid in caught fish. A business plan is available in Russian. The following two types of vessels are needed: seiner trawler (maximum length: 35.68 meters; maximum width: 8.80 meters; maximum displacement: 548.8 tons; dead-weight: 120.5 tons; number of decks: 2; speed: 10.7 knots) and refrigerated trawler (maximum length: 44.81 meters; maximum width: 9.31 meters; maximum displacement: 781 tons; dead-weight: 208 tons; number of decks: 1; speed: 11.4 knots). The company is receiving additional fishing quotas and a vessel is needed to capitalize on them.

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Source: BISNIS Representative, ABC Yuzhno-Sakhalinsk.
If you have difficulties in contacting this company, you are welcome to send your information via the BISNIS representative: bisnisYS@fraec.org, or satellite fax +7-509-951540 (accessible through SPRINT).



Industry: Ecological Services

Company: Environmental Company of Sakhalin

The Environmental Company of Sakhalin is involved in ecological monitoring, marine engineering studies, and environmental consulting. Established in 1997, it now employs 20 people and owns office space in Yuzhno-Sakhalinsk. The company's annual sales total about US\$180,000. The Environmental Company of Sakhalin has been contracted by a local oil and gas consortium.

The Environmental Company is interested in three projects.

1) It is seeking a U.S. lessor of a specially equipped vessel for environmental monitoring of offshore work during the drilling period of the Sakhalin oil consortium. A potential partner would train Russian personnel how to use the vessel.

2) It is also seeking a U.S. partner to carry out environmental studies on the shelf where oil and gas developments are taking place. The project includes conducting a feasibility study, including a study of the types of wastes generated during drilling, their scope, and optimal methods of waste processing and types of equipment needed. A joint venture could be formed for these purposes.

3) It is also seeking a partner in the United States to participate in a project to print a specialized map of Sakhalin and its oil fields. Potential purchasers of the atlas would include local oil and gas companies and their subcontractors.

References for the company can be obtained from the American Business Center in Yuzhno-Sakhalinsk or from the Exxon company representative, Brian Repp at +7-4242-77358.

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Source: BISNIS Representative, ABC Yuzhno-Sakhalinsk.
If you have difficulties in contacting this company, you are welcome to send your information via the BISNIS representative: bisnisYS@fraec.org, or satellite fax +7-509-951540 (accessible through SPRINT).



Industry: Oil Field Development

Company: DASCK

The DASCK company is located in Yuzhno-Sakhalinsk, Sakhalin Island, Russian Far East, which is the current place for several multinational oil development projects. The company was established in 1997 and currently employs 10 people. It was established in order to explore oil and gas deposits onshore Sakhalin in the north, Nogliki district (current location of Sakhalin-1 and Sakhalin-2 oil and gas multinational consortia work). The company used its assets to purchase the necessary licenses from the Russian authorities. Currently they possess licenses and the necessary permits to explore and develop 3 small fields, each having approximately 20 million tons of carbohydrates, oil and/or gas, depending on what the results of the appraisal drilling will be. The company has an investment plan in Russian.

The company seeks a U.S. investor in order to develop the oil fields and sell the oil products on the international and/or domestic market. Marketing of oil and gas will be done by further agreement with a potential partner. The company is not interested in being contacted by intermediary companies.

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Source: BISNIS Representative in Yuzhno-Sakhalinsk

UKRAINE

Industry: Medical Products

Company: Mokosh

Mokosh, a closed joint-stock company, was founded in 1928 and privatized in 1994. The company is not currently in operation. It rents 2.8 hectares of land and owns approximately 8,000 sq. m. of production and warehouse space.

The company seeks a direct partnership or a licensee operation with a U.S. business to launch local production of medical bandages, which are not currently produced in Ukraine. Supply of equipment for the production of the bandages would be from an American partner. A distribution agreement could also be an option. A summary of a business plan in English and a technical plan in Russian are available upon request.

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Source: International Executive Service Corps Volunteer in Kharkiv, Ukraine.



Industry: Electrical Metalworking

Company: Elektro Techmontazh

Elektro Techmontazh was established in 1977 and privatized in 1996. The company specializes in the manufacture of heating, filtering, and cleaning devices for transformer oils, as well as production of hydraulic load lifting devices. The company owns 4,500 sq. m. of office, production, and warehouse facilities, and rents 6,400 sq. m. of land. The company has 100 skilled employees. Its sales in 1998 totaled US\$60,000, though it has the capability of producing enough product for sales of US\$1 million. The company has experience in exporting to its principal clients in Russia, Kazakhstan, and Belarus. Elektro Techmontazh is located in a suburb of Kharkiv, close to the Ukrainian-Russian border.

The company seeks an American joint venture partner. The joint venture will specialize in selling the company's products to third country markets, operating as a distribution center, or assembling related products.

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Source: International Executive Service Corps Volunteer in Kharkiv, Ukraine



Industry: Medical Equipment

Company: State Appliance Assembling Plant (after T.G. Shevchenko) of the State Production Conglomerate MONOLIT

State Appliance Assembling Plant (after T.G. Shevchenko) of the State Production Conglomerate MONOLIT is a government enterprise. The company specializes in producing and

assembling electronic systems for electricity power management, telephone stations, and aerospace navigation systems, and industrial electronic and medical equipment. The company employs 7,000 people. Its design bureau has developed most of its products. The company holds ISO 9001 certificates for medical equipment and electronic management systems. Its annual production totals US\$30 million. The company has strong government contacts and international experience with 18 companies in China, the NIS, and Bulgaria, as well as experience in two joint ventures. The company plans to expand its business to further develop its production of medical equipment.

The company seeks a joint venture to produce and sell medical equipment and other products. The U.S. partner would prepare technological documentation, and supply industrial/testing equipment and raw materials. A summary of a business plan in English and a full business plan in Russian are available upon request.

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Source: BISNIS Representative in Ukraine



Industry: Travel and Recreation

Company: Planeta - M

Planeta - M was established in 1992 as a limited liability company. The company specializes in travel and recreation services. It rents an office of 80 sq. m. in Odesa, Ukraine, and holds licenses from the Ukrainian State Tourism Committee and Ukrainian Ministry of Justice for providing tourism and travel facilitation services. Its annual sales total US\$30,000. The company has international business experience and cooperation contracts with travel companies in the United Kingdom, Germany, Israel, Austria, the Czech Republic, Bulgaria, the Slovak Republic, France, Turkey, Russia, and Hungary. The company plans to expand its services to include facilitation of recreation in and travel to the countries of South and North America, as well as reception of tourists from those countries.

The company seeks to establish cooperation with U.S. travel and recreation companies to expand a range of services to countries of South and North America, as well as assist U.S. companies in facilitating travel to Ukraine and Eastern Europe.

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Source: BISNIS Representative in Ukraine



Industry: Electric Appliances Distribution

Company: Technical Service Enterprise of Automated Management Systems

Technical Service Enterprise of Automated Management Systems (TSPASU) was established in 1989 as a partnership. The company specializes in distributing electric, lighting, and cable products; conductors; industrial diamond tools; food processing equipment; and electric appliances installation services. It rents 85 sq. m. of office space and about 20,000 sq. m. of land. The company holds exclusive distributorship rights for the Moscow Industrial Company of Diamond Tools, Moscow, Russia, and has had import and distribution experience for 7 years. Its annual sales total US\$500,000. The company plans to expand its business to include importation and distribution of U.S. electric and lighting appliances, cable and conductor products, and small diesel power stations.

The company seeks a distribution agreement with U.S. suppliers. TSPASU would market, distribute, deliver, and install U.S. electric and lighting appliances, cables, conductor products, and small diesel power stations. A business plan in English is available upon request.

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Source: BISNIS Representative in Ukraine

UZBEKISTAN

Industry: Tourism

Company: Posyet Tour Company

The Posyet Company, established in 1995 as a legal services provider, opened a new tourism division in early 1999, the Posyet Tour Company, and received a tourism license (#381-98). There are 15 employees in the company three of which work in the tourism division. The company provides tourism services to both citizens of Uzbekistan and foreign tourists. Although the tourism division is newly opened, over the past 5 months, it has already organized tours for 15 Uzbek citizens to South Korea, the United Arab Emirates, and Malaysia. There are no tours for Uzbek citizens to the United States since U.S. visa issuance for Uzbek citizens is beyond the scope of the company. Therefore, Posyet is interested in establishing partnerships with U.S. tourism companies to organize tours from

the United States to Uzbekistan and other Central Asian countries. The company can organize special tours to ancient cities of the Silk Road, such as Samarkand, Bukhara, Khiva, Kokand, Tashkent, and neighboring countries. The company offers an extensive list of services for foreign tourists, including visa support, and arranging accommodations, transportation, meals, tour guides, and interpreters.

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Source: BISNIS Representative in Uzbekistan



Industry: Consumer/Medical Products and Packaging Material

Company: ORION

The private firm ORION was established in 1994 in Samarkand. The firm's activities include a diverse range of businesses. Specifically, the company owns nine retail shops, including two supermarkets, a drugstore, and a barber shop. In addition, the company owns buildings in some production factories. In 1994, the firm set up a joint venture with German producers, which was primarily involved with the import of food stuffs and consumer goods. In 1999, the firms' turnover reached US\$5.5 million, US\$2 million of which was reached during the first quarter of 1999. The company holds a license from the Central Bank for currency conversion. In November 1997, ORION opened an agricultural market, "Mar-Mar," at the trade production complex with a total area of 2300 sq. m. The entire complex includes a bakery shop, beauty salon, commercial shop, industrial goods shop, meat products shop, and one covered winter pavilion. The company owns warehouses with space totaling 2,500 sq. m. It has extensive experience in working with foreign companies from France, Germany, Turkey, the United States, Czech Republic, Saudi Arabia, Russia, and Belgium.

Currently, ORION is interested in expanding its activities and setting up a joint venture with an American company to produce cotton wool, medical bandages, female hygiene products, and packing materials made of transparent polypropylene pellicle with phlexographical multicolor print for food stuffs. The company needs to obtain equipment for all of the above-listed items. It is looking for partners on these projects.

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Source: BISNIS Representative in Uzbekistan

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The Business Information Service for the Newly Independent States

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